



## Alexandru - Costin Baroiu

### EXPERIENȚA PROFESIO- NALĂ

#### *Heroo Technologies*

**Localitatea:** Bucuresti | **Țara:** România

[ 05/01/2025 – În curs ]

#### **CEO & Founder**

Lead the strategic development and operational execution of a boutique consulting firm specialised in IT Consulting, Machine Learning & AI, Quantitative Modelling, and Business/Management Advisory.

Engage directly with clients to understand their strategic challenges and design tailored, data-driven solutions that integrate advanced technologies and management best practices.

Spearhead the development and implementation of AI and ML models for use cases in finance, operations, and forecasting, optimising decision-making processes and enhancing organisational performance.

Guide digital transformation initiatives by aligning IT infrastructure and business strategy, helping clients modernize systems, improve risk management, and achieve operational excellence.

Drive business development and stakeholder engagement, building a diverse client portfolio across sectors including financial services, technology, and public administration.

#### *FABIZ*

**Localitatea:** Bucuresti | **Țara:** România

[ 01/10/2024 – În curs ]

#### **Associate Assistant Professor**

Deliver courses on programming, data science, and strategic management, integrating real-world case studies and emerging digital trends.

Mentor students, fostering critical thinking and interdisciplinary skills for careers in tech and business.

Contribute to curriculum development and academic initiatives that align with industry needs and international education standards.

#### *EY Romania*

**Localitatea:** Bucuresti | **Țara:** România

[ 01/09/2023 – 15/12/2024 ]

#### **Manager**

Oversee and manage teams responsible for designing, developing, and deploying advanced IT solutions, ensuring projects are delivered on time, within scope, and align with client objectives and expectations.

Establish and maintain strong relationships with clients, understanding their business challenges and risks at a deeper level, and guiding them through the integration and optimization of the provided IT tools and strategies.

Promote a culture of continuous learning within the team, keeping them updated on the latest technology trends, industry regulations, and best practices. Mentor junior team members, fostering growth, and ensuring the company remains a leader in risk management solutions.

*EY Romania*

**Localitatea:** Bucuresti | **Țara:** România

[ 11/04/2022 – 01/09/2023 ]

### Senior Consultant

Design, develop, and deploy cutting-edge IT solutions tailored to client needs, ensuring seamless integration with existing systems, while emphasizing user-friendly interfaces and enhanced functionality.

Collaborate closely with clients to understand their business operations, goals, and potential risks, translating these insights into actionable IT strategies and tools that drive efficiencies and mitigate exposures.

Stay abreast of the latest technology trends, regulatory changes, and industry best practices, ensuring the company and its clients are always at the forefront of innovation and compliance in risk management.

*AKA Group Safety Agency*

**Localitatea:** Otopeni | **Țara:** România

[ 11/06/2017 – În curs ]

### Director marketing

Personally negotiated the contract of our biggest client, which resulted in a 30% monthly revenue increase from said client.

Oversaw the modernization of the dispatch center, which resulted in increased productivity of over 10%.

## EDUCAȚIE ȘI FORMARE PROFESIONALĂ

[ 01/10/2020 – 04/10/2024 ]

### PhD. in Automatic Control and Computers

*University "Politehnica" of Bucharest*

**Localitatea:** Bucuresti | **Țara:** România | **Domeniul (domeniile) de studiu:** AI

[ 01/10/2020 – În curs ]

### PhD. in Economic Informatics

*Bucharest University of Economic Studies*

**Localitatea:** Bucuresti | **Țara:** România | **Domeniul (domeniile) de studiu:** AI

[ 09/2018 – 06/2020 ]

### Master of Business Administration and Engineering

*University "Politehnica" of Bucharest*

**Localitatea:** Bucharest | **Țara:** România | **Media finală/ Rezultatul final:** 9.86 | **Lucrarea de diplomă:** City of Tomorrow - Integrated urban governance/ Vehicle Routing Problem

[ 09/2018 – 07/2020 ]

### Master of Business Analysis and Enterprise Performance Control

*Bucharest University of Economic Studies*

**Localitatea:** Bucharest | **Țara:** România | **Media finală/ Rezultatul final:** 9.04 | **Lucrarea de diplomă:** Using Machine Learning to predict employee loyalty

[ 08/2008 – 06/2012 ]

### Bacalaureat

*National College "Gheorghe Lazar"*

**Localitatea:** Bucharest | **Țara:** România

[ 09/2012 – 07/2015 ]

### Bachelor Economics

COMPETENȚE LINGVISTICE

Limbă(i) maternă(e): română

Altă limbă (Alte limbi):

engleză

COMPREHENSIUNE ORALĂ C2 CITIT C2 SCRIS C2

EXPRIMARE SCRISĂ C2 CONVERSAȚIE C2

Niveluri: A1 și A2 Utilizator de bază B1 și B2 Utilizator independent C1 și C2 Utilizator experimentat

COMPETENȚE

PYTHON | RStudio | Data analysis | Microsoft Office | adobe photoshop | business administration | Decision-making | Strategic Planning | leadership and teamwork

HOBBY-URI ȘI TEME DE INTERES

Karate

Practiced Karate for over 20 years and won multiple Karate National Championships and multiple Karate international medals.

Represented Romania at the 2011, 2013 and 2014 European Championships and at the 2013 World Championships in Karate.